

Message Text

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ACTION NEA-12

INFO OCT-01 ADP-00 PM-07 MC-02 EUR-25 SS-15 NSC-10 CIAE-00

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TO SECDEF NIACT IMMEDIATE

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DA NIACT IMMEDIATE

CNO NIACT IMMEDIATE

CSAF NIACT IMMEDIATE

USCINCEUR

S E C R E T KUWAIT 2474

SECDEF FOR DSAA

FROM HOENIG

E.O. 11652: GDS

TAGS: MASS KU

SUBJ: FMS KUWAIT - HOENIG REPORT 7.

1. ON THE PRETEXT OF FOLLOWING UP ON MINDEF SAAD'S OFFICIAL REQUEST TO SEMR A KAF TEAM TO US TO REVIEW F-5E, A-4 AND A-7 AIRCRAFT, AN APPOINTMENT WAS MADE WITH COL ABDULAZIZ SAYEGH, DEP ASST CHIEF STAFF LOGISTICS. THE PRIME PURPOSE FOR THE MEETING WAS TO QUERY SAYEGH ON WHERE WE STAND ON LO'S WHICH HAD ONLY BEEN DISCUSSED SUPERFICIALLY (HAWK, TOW, TANKS).

2. WHILE ADDRESSING THE AF TEAM VISIT, SAYEGH MADE A COMMENT, HEARD FOR THE FIRST TIME, THAT THE GOK WAS NO LONGER INTERESTED IN THE REFURBISHED F-8 AIRCRAFT BUT RATHAD NEW AIRCRAFT, TO QUOTE THE COL SAYEGH "WE ARE DEFERRING OUR DECISION ON THE F-8" WITH A CONFIDENCE LEVEL OF ABOUT 60 PERCENT THAT A/C WOULD NOT BE

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PURCHASED. FURTHER PRODDING FOR THE SUDDEN CHANGE

IN POSITION PRODUCED NOTHING CONSTRUCTIVE EXCEPT AN INDICATION THAT THE GOK PREFERS NEW VS USED EQUIPMENT FOR ITS MODERNIZATION PROGRAM. HE HASTENED TO ADD THAT THE GOK WOULD BUY AN AMERICAN ATTACK AIRCRAFT AND REPEATED IT TWICE FOR EFFECT. HE FURTHER ASSURED HOENIG THAT THE MAJOR PORTION OF THEIR MODERNIZATION PROGRAM WOULD GO TO THE USG PROVIDED THERE WERE NO PROBLEMS ON THE RELEASEABILITY OF EQUIPMENT THEY FEEL THEY NEED. HE ALSO POINTED OUT THAT THERE WERE COMPELLING REASONS FOR BUYING SOME EQUIPMENT FROM OTHER COUNTRIES BUT DID NOT ELABORATE ON THIS POINT NOR THE PRECEDING POINT MADE (RELEASEABILITY) SEPTEL FOLLOWS.

3. BESIDE THE ATTACK AIRCRAFT TO BE PURCHASED FROM USG, HE SPECIFICALLY MENTIONED THAT THE JOC6/ VEHICLES AND RADAR LOULD BE US SUPPLIED. HE AGAIN PLEADED THAT WE DO EVERYTHING POSSIBLE TO MAKE 800 SERIES TRUCKS AVAILABLE (QTY 824) OR THEY WOULD BE DORCED TO BUY RUSSIAN OR CZECHOSLOVAKIAN TRUCKS FOR THIS APPLICATION.

4. REGARDING PROCUREMENT TIMING SAYEGH SAID THE GOK IS PLANNING TO HAVE THE MODERNIZATION PROGRAM ON ORDER IN SIX MONTHS. INITIAL ORDERING, FOR EQUIPMENT WHICH HAS ALREADY BEEN SELECTED AND APPROVED, COULD BE ACCOMPLISHED IN THE NEXT MONTH OR TWO. THE \$1.4 BILLION FUNDED FOR THIS PROGRAM OVER THE NEXT SEVEN YEARS IS NOT PRORATED ON A YEARLY BASIS. AN ANALYSIS IS NOW UNDERWAY TO DETERMINE THE YEARLY FUNDING REQUIREMENTS, BASED ON DOWNPAYMENT, PROGRESS PAYMENTS, FINAL PAYMENT, ETC FOR THE EQUIPMENT TO BE PURCHASED. AN EARLY COMPLETION OF THIS ANALYSIS IS BEING REQUESTED BY THE FINANCE MINISTRY WHICH SHOULD ACCELERATE FINAL EQUIPMENT SELECTION.

5. ALTHOUGH WE HAVE NO OFFICIAL REQUEST FROM GOK FOR A TANK DEMONSTRATION SAYEGH MENTIONED THAT A DEMONSTRATION UNDER KUWAITI CONDITIONS (TERRAIN, SECRET

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SAND AND TEMPERATURE) WOULD BE MOST HELPFUL FOR THEIR DECISION MAKING PROCESS. HE CITED THE CG DEMO AS AN EXAMPLE OF HOW GOK INTEREST WENT FROM ZERO TO HIGH REGARD FOR THE VEHICLE BASED ON THE DEMONSTRATED CAPABILITY. WHEN QUERIED WHETHER THE GOK WOULD CONSIDER PICKING UP THE COST OF AIR TRANSPORTATION FOR THE TANK, SAYEGH STATED THAT IT WOULD PROBABLY BE UNACCEPTABLE SINCE IF THEY MADE THIS CONCESSION FOR THE US

THEY WOULD HAVE TO MAKE SIMILAR OFFER TO OTHER COUNTRIES.

6. ABOVE REPORTS SUBSTANCE OF HOENIG-SAYEGH
CONVERSATION. WE SUBMITTING ALTERNATIVE F-8H LEASE-PURCHASE
PROPOSAL BY SEPTTEL AND AMBASSADOR WILL ATTEMPT SEE MINDEF
SHAIKH SAAD SATURDAY JULY 14. WE SHALL KEEP YOU ADVISED ON
DEVELOPMENTS AS THEY OCCUR.
STOLTZFUS

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NNN

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